



Act Now. Be Bold. Stay True.

MICHAEL BOLOGNINI CHAIRMAN

A

t the annual Installation Luncheon, I took the reins as Chairman of the

Board of Trustees for the Las Vegas Metro Chamber of Commerce. The day was all about being on Team Vegas – and I am proud to captain Team Metro Chamber.

As Las Vegas assumes heightened prominence through the celebrated arrival of major league sports, everdeepening infrastructure, and bold future prospects, it's easy to root for the global city that is our hometown.

We've built I-11 to the Arizona border and have funding for transportation projects that will grow our economy. Hyperloop One recently took a 190-mile an hour spin on a test track not far from here. We've opened the doors to three medical schools. Bill Foley brought the Vegas Golden Knights to town — the first major league franchise team for our community and our state. And we'll soon be cheering on the Las Vegas Lights soccer team, the Vegas Aces WNBA team, and the Las Vegas Raiders.

The Metro Chamber has always been in the middle of it all. It is where big thinkers have been combining their efforts and making things happen for decades. It's where we support small business, ensure a strong probusiness climate, build consensus, and shape our community.

Together with the Metro Chamber's new President and CEO, Mary Beth Sewald, we mark a new season for the Chamber. Our 2018 game plan will involve first and foremost the Southern Nevada business community. We are the Chamber for all businesses - both large and small. This chamber belongs to you, our members, and our number one priority is representing you.

We'll continue to be your voice locally, in Carson City, in Washington D.C. and wherever else our business community needs to be represented. With our eyes set on the 2019 Legislature, we will again convene the Southern Nevada Forum with our partners to establish community priorities for the coming years. This is teamwork at its best – and it truly moves the ball down the field.

In 2018, our annual Washington, D.C. trip will continue to grow in size and stature, and I encourage you to mark your calendars and meet us in Washington the week of October 8.

The Metro Chamber will be hyper-focused on supporting small businesses. Much like the community we serve, our organization is comprised mostly of small businesses, and we will work tirelessly to ensure their needs are met. Our team cannot win unless small business succeeds and has the resources and wherewithal to grow, innovate, and hire.

In 2018, we'll be launching the Small Business Task Force. Its mission will ensure the Chamber continues a full court press in support of the benefits, expertise and resources needed by small businesses to grow and thrive. We will also be launching new mini-expos that showcase small businesses to the community so they

can get valuable market exposure and attract new customers.

And you can count on aggressive advocacy to reinstitute the Chamber's Association Health Care Plans. This was a benefit many small employers relied upon to help them provide affordable health care coverage for their employees and families. The Metro Chamber will actively insert itself in the executive order rule making process to ensure these types of plans are reinstated along with their positive impact on small businesses throughout Nevada.

At the Installation Luncheon, I shared my personal vision for the Metro Chamber in 2018: **ACT NOW. BE BOLD. STAY TRUE.**

We will **ACT NOW** under the leadership of Mary Beth Sewald as new President and CEO.

We will **BE BOLD** in our thoughts and actions to ensure a business climate that fosters growth and economic diversity.

And we will **STAY TRUE** to the mission of the Chamber to help both small and large Nevada businesses succeed, create jobs through educational opportunities, and offer expertise designed to help business owners make smarter decisions, expand their purchasing power, and boost their brand and visibility in Southern Nevada.

Let's come together as players, coaches, managers, and cheerleaders to ensure the ongoing success of our Chamber and the prosperity of our businesses.





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VOLUME 39 NUMBER 1

Las Vegas Metro Chamber of Commerce

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EDITORIAL POLICY:

The Business Voice is a member newsletter of the Las Vegas Metro Chamber of Commerce. The Las Vegas Metro Chamber of Commerce welcomes input, ideas and suggestions from our members. As with any periodical, we must adhere to strict deadlines and we reserve the right to edit all materials submitted for publication. Commentaries that are marked as such do not necessarily reflect the opinion or position of the Chamber, its trustees or employees. The Chamber cannot guarantee the validity or accuracy of the contents of paid advertisements. Questions or concerns about content of the *Business Voice* can be addressed to Vice President of Marketing, Las Vegas Metro Chamber of Commerce, 575 Symphony Park Avenue, Suite 100, Las Vegas, NV 89106.

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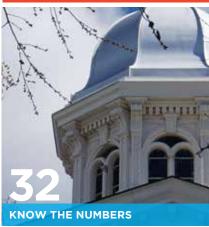
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Chamber News



Level Up at Preview Las Vegas!

Staying on top of trends and key business data is imperative for any business leader. Preview Las Vegas, the Metro Chamber's annual conference and trade show, will give you the tools, insights, and information you need to be an engaged leader in the Southern Nevada business community in the coming year. Preview provides you access to network with nearly 2,000 business professionals and executives empowered to make purchasing decisions. Preview Las Vegas will be held Friday, January 26, at the Thomas and Mack Center – Cox Pavilion, from 7:00 a.m. – 1:30 p.m. Tickets are \$65 for members and \$85 for non-members. Exhibit booths are also available exclusively to members in good standing. For more information, including tickets and exhibitor registration, visit PreviewLasVegas.com or call 702.641.5822.

Save the Date for the First **Eggs & Issues** of 2018!

The first Eggs & Issues session of 2018 will be held Thursday, February 8, and will delve into the subject of early childhood education and its impact on workforce development. The U.S. Chamber of Commerce will explore the case for high-quality early education, the impact it has on a child's K-12 education and school and workforce readiness, and how early childhood development will help to address critical (and expanding) shortages of skilled workers. For more information on this special edition of Eggs & Issues, visit LVChamber.com.

Chamber U: Calling all Presenters!

Chamber University, the Metro Chamber's webinar series aimed at highlighting the resources and information business owners need to know, will kick off its spring semester on February 9. The Metro Chamber is looking for members who may be interested in presenting a Chamber University webinar on subjects in which they have subject matter expertise or a best practice, and can include compliance, new rules and regulations for 2018, marketing trends, and more. For a list of previous webinars, visit the Chamber's YouTube channel at youtube.com/lasvegaschamber. If you are interested in hosting a Chamber U webinar, contact Danica Torchin at 702.586.3834 or email dtorchin@lvchamber.com.



Join the
Chamber
Call with
Mary
Beth
Sewald

Join the Metro Chamber's new President and CEO. Mary Beth Sewald, during a special Chamber Call webinar. This is your chance to hear from the Chamber's new executive about what's in store for the Metro Chamber in 2018 and what new opportunities are available to you as a Chamber member. This is also a platform to ask Mary Beth any questions you may have about the Chamber and her role as President and CEO. The Chamber Call with Mary Beth Sewald will be held Wednesday, January 17, at 11:00 a.m. For more information or to register, contact the Chamber's communications department at 702.641.5822 or email dtorchin@lvchamber.com.



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News You Need





City of North Las Vegas Introduces **NEW Self-Certification Program** for Nevada Licensed Development Professionals

The City of North Las Vegas announced plans to assist in accelerating the traditional plan review process for eligible development projects. This self-certification program reduces construction timelines, accelerates the permitting process, helps promote local firms and drive local business, and offers a higher level of client service. It is available for architects, engineers, civil engineers, and landscape architects. For more information, visit cityofnorthlasvegas.com or contact 702.633.1580.

SBA **Small Business Week** Nominations Closing Soon!

Are you a small business owner with an success story to share? If so, submit your nomination today for the 2018 National Small Business Week Awards. Businesses can be nominated for a variety of awards. including Small Business Person of the Year, Women's Business of the Year, and the Small Business Development Center Award. Nominations must be mailed or hand delivered to the nearest SBA office no later than 3:00 p.m. ET on Tuesday, January 9. The U.S. Small Business Administration's National Small Business Week will be held April 29 through May 5. For more information about the awards and National Small Business Week, visit sba.gov/nsbw.

Get a Jump on Tax Filing

The Internal Revenue Service wants you to take steps now for tax filling season. The agency has created personalized guides for individuals, businesses, and government entities with information on how to file, when to file, and where to file, as well as tax information for students, employees, military members, and seniors. The business guide also includes a variety of resources for small and large businesses, as well as individuals who are self-employed. For more information on your filing needs, visit irs.gov/filling.

Attend **YOUR**State of the City Address!

This month, the Cities of Las Vegas, North Las Vegas, and Henderson will hold their respective state of the city addresses to outline goals and initiatives for 2018, as well as recap 2017 milestones and accomplishments. For more information, including RSVP and registration information, please contact your municipality.

- City of Henderson
 Wednesday, January 10
 Green Valley Ranch Resort
- City of Las Vegas
 Thursday, January 11
 Las Vegas City Hall
 Council Chambers
- City of North Las Vegas
 Thursday, January 18
 Texas Station Hotel & Casino

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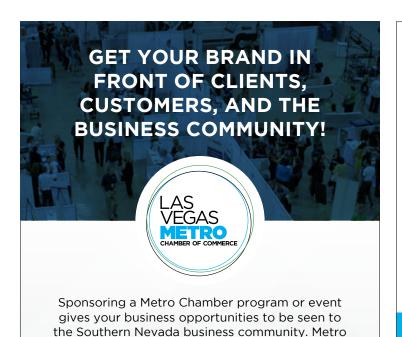
Member Discount Offers

As a member of the Metro Chamber, you can post special offers and discounts to the public and to your fellow members. Discounts are managed through your LVChamber.com web portal log-in, and you can create as many offers as you'd like, specify any terms, conditions, and restrictions, and add in a logo or photo to accompany your offer. Discounts are displayed on LVChamber.com, circulated in the Chamber's weekly email, and promoted through the Chamber's social media channels.

Current discounts offered include marketing and IT services, cyber security assessments, restaurants and special Happy Hour offers, sales trainings, hotel rooms, military discounts, identity theft protection, and more. Offers are constantly added, so be sure to check frequently at LVChamber.com, under the Perks & Discounts tab. For more information on how you can add your business to this list, contact your member engagement liaison at 702.641.5822.



MOBILIZING **YOUR**



Chamber program sponsorships fit a variety of business sizes, industries, and budgets.

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gseidman@lvchamber.com today.

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During the annual State of the Chamber & Installation Luncheon, special tribute was paid to Bill Noonan, 2017 Chairman of the Board, as well as Kristin McMillan, who wrapped up her tenure as President and CEO of the Metro Chamber. The event featured remarks from new Chamber President and CEO Mary Beth Sewald and an address from 2018 Chairman Michael Bolognini, Market Vice President and Las Vegas Market Leader for Cox Communications, as he detailed the need for all business and community leaders to embrace "Team Vegas." *Photo credit: Las Vegas Photo & Video.*

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GOVERNOR BRIAN SANDOVAL ANNOUNCES BIG NEWS REGARDING UNEMPLOYMENT INSURANCE IN NEVADA

In the height of the Great Recession, Nevada saw 175,000 jobs disappear and the unemployment rate skyrocket to above 14 percent. With those numbers, Nevada had to borrow more than \$770 million from the federal government to cover unemployment benefits for those Nevadans who suddenly found themselves out of work – equaling about \$45 million per week during the height of the recession.

At a press conference held at the Metro Chamber offices in December, Governor Brian Sandoval announced that the state has paid off its nearly \$800 million debt to the federal government. In addition to the pay-off of the loan, Governor Sandoval also announced a surplus in the unemployment trust fund. "This is truly a landmark

day because not only have we paid it off, but we have over a billion dollars in the unemployment trust fund," said Sandoval. "So this is almost a \$2 billion turnaround in a matter of seven years."

Paying off the debt is good news for the state's nearly 70,000 employers. The unemployment insurance tax rate will drop from 2.58 percent to 1.95 percent – totaling about \$180 million in savings for Nevada employers.

"Repayment of this \$800 million is a very significant effort and accomplishment, and something we should be proud of," said Hugh Anderson, chairman of the Metro Chamber Government Affairs Committee. "We pay back our bills."

The Metro Chamber applauded the Governor's efforts to pay down the debt and provide this type of relief for Nevada employers in regards to the tax savings for unemployment insurance. For more information, visit LVChamber.com.

WASHINGTON, D.C. 2018 EARLYBIRD REGISTRATION NOW OPEN

Registration is now open for the Metro Chamber's annual Washington, D.C. trip, October 8-11, 2018. Earlybird registration for the event is \$1,495 per person and runs until July 13, at which time the price is \$2,195 per person. The social registration for spouses and partners is also available again this year. Registration for the spouse/partner program is \$895 until July 13, and \$1,195 thereafter. Registration closes August 31.

This event is open to President's Club members, Board of Trustees, and Government Affairs Committee members. As leaders of the Metro Chamber, we hope that you will be able to join us as we head to Capitol Hill to advocate on behalf of Nevada's business community on federal issues that impact employers and the Nevada economy.



The 2018 trip will be comprised of meetings with Congressional members, policy groups, trade associations, and think-tanks. We will also be hosting several receptions during the trip, including Nevada Lights Up the Capitol Night at the Rayburn Office Building, and the Nevada State Gala Dinner, to further build relationships with Congressional leadership and to strengthen existing connections.

The host hotel for the delegation is the JW Marriott Washington, D.C., located at 1331 Pennsylvania Ave. NW. The Metro Chamber has a dedicated RSVP website, with a preferred rate room block.

For more information on the 2018 trip or the hotel, please contact Joi Holliday at 702.586.3812 or jholliday@lvchamber.com. To reserve your spot on this year's delegation, visit LVChamber.com.

CAMPAIGN SEASON IS HERE: CONTRIBUTE TO BIZPAC TODAY

As an employer and job creator, you know first-hand how legislation and regulations can impact your business. That's why the Las Vegas Metro Chamber of Commerce stands up for you every day at all levels of government. In doing so, the Metro Chamber relies upon BizPAC, its bipartisan political action committee, to make sure it has the necessary resources to ensure your voice is heard.

As the Metro Chamber looks towards the challenges of the 2018 election cycle, a well-funded BizPAC is necessary to adequately support candidates who support you: the job creators and economic drivers of our community. Through your generous support of BizPAC, the Metro Chamber has the resources to oppose burdensome regulations, unnecessary mandates, and policies that will harm Nevada's

employers and hinder our business-friendly climate.

Only with your support of BizPAC can the Metro Chamber support candidates whose philosophies align with the business environment that it strives to protect and maintain. And it is only with your help that the Metro Chamber has the resources to support candidates who believe in the importance of Nevada's employers and want to work with Nevada's business community.

Please consider making a donation to BizPAC today. Every dollar that you contribute to BizPAC directly support the Metro Chamber's local and state advocacy efforts on your behalf.

You can make a one-time donation or sign up for monthly, automatic donations. Either way, your generous support of BizPAC helps the Chamber continue fighting for you and your business, whether at City Hall or in Carson City.

Candidates for local and state offices will be extensively interviewed by members of the Government Affairs Committee, and endorsements will be made from there. Your BizPAC dollars go to supporting candidates who align with the Metro Chamber on specific issues and priorities, and who will represent the interests of the business community in their respective jurisdictions.

For more information on BizPAC or to make a contribution, visit LVChamber.com or call 702.641.5822.





Keynote Speaker Talks Social Innovation It Matters

Chief People Officer at a network founded by the former president of Buzzfeed. Founding Head of Social Innovation for the transformative and highly successful lifestyle brand Warby Parker. Former Senior Counsel at Google.

The Metro Chamber is proud to introduce Anjali Kumar as part of the Preview Las Vegas 2018 speaker line-up. Kumar's experiences at some of the world's most recognizable brands and nonprofit organizations has played a major role in their social innovation strategies, helping them to keep innovating, stay relevant to audiences, and grow significantly in terms of both size and impact.

The first generation Indian American author, attorney, and advisor is currently Chief People Officer at **Cheddar**, a post-cable network led by Jon Steinberg, former president of Buzzfeed. She was previously the Founding Head of Social Innovation and Founding General Counsel for Warby Parker. a transformative lifestyle brand that disrupted the eyewear market and helped to pioneer new ways to buy online - a business model that has been applied to countless other brands today. Prior to joining Warby Parker, Kumar was Senior Counsel at Google, where she was a commercial and product attorney on areas ranging from Google X to YouTube, helping to curate and found the renowned @Google Speaker Series, which brings

Googlers from around the world face-to-face with some of today's most prominent and innovative thought leaders.

Kumar has also taught for several years as an Adjunct Professor at Columbia Business School and Fordham University, and has served as an advisor to prominent technology companies, luxury fashion brands, and nonprofit organizations, including Malala Fund. IDEO.org. and organize.org. She has been a keynote speaker at TEDWomen, TEDX, and the Seattle Interactive Conference. and her work on social innovation has been featured in Inc., Forbes, and the New York Times. Kumar earned her BA in Biomedical Ethics from Brown University, and a JD from Boston University School of Law. She currently serves on the Board of Directors of Happy Money, GloScience Professional, Amplifier Foundation, and Edible Schooolyard NY. She also serves on the Guggenheim Museum's Global Innovation Group. Her first book, Stalking God, will be released this month from Hachette.

During her time at Preview, Kumar will delve into the idea of social innovation, diversity, and inclusion, and how these initiatives will continue to play a large – and ever-growing – role in any business, regardless of size, industry, or business model. With an influx of both consumers and employees in





What is social innovation, and why is it important to businesses?

According to the Stanford Center for Social Innovation, social innovation is "the process of developing and deploying effective solutions to challenging and often systemic social and environmental issues in support of social progress."

The concept of social innovation, often called "corporate social responsibility" in a business context, is important to businesses because consumers are increasingly demanding more from the companies they buy products and services from. As consumers, we want companies to help improve the world and drive social change in a meaningful way – not just put nice fluffy statements on marketing materials.

How will diversity and inclusion initiatives play a major role in shaping business culture? What benefits do these types of initiatives have for organizations of all sizes and industries?

Working towards a diverse and inclusive environment is mission critical from my perspective - regardless of a company's industry or size - especially if you want to get

or stay innovative. The benefits are endless - by bringing in diverse perspectives, experiences, cultures, genders, and age you will create fertile ground for innovative thinking. And innovation breeds business success.

Las Vegas is one of the most diverse metropolitan areas in the nation. How does this put the region at an advantage (or disadvantage), and what are some steps that we can take to ensure that our diversity is a point of strength for us, moving forward?

The diversity of Las Vegas puts it at a great advantage because you have an incredible pool of talent to draw from right in front of you! Plus your diverse employees are potentially your customer base, which gives you a great advantage when developing and launching products and services.

Steps you can take to ensure this diversity is a strength? Well, in my view, you are taking one of the most important steps right now – just by having this conversation and encouraging your business community to recognize this diversity as a strength will ensure you continue to experience the power of it.



How has your experience at Cheddar – and prior to that, Warby Parker and Google – led to your approach in business as an "idea acupuncturist?"

Working at a senior level in such different industries has deeply influenced my way of thinking – the idea that it is ok, and even preferable at times, to not know the answer to something has been engrained in me through all of these different companies. Being willing to dive into the big questions not being sure something is even knowable is what keeps you and your thinking innovative.

What can attendees at Preview Las Vegas expect to take away from your presentation?

You will learn quickly that I don't have the answers - but that you don't need me to. Stay tuned!

Preview Las Vegas will be **Friday, January 26**, from 7:00 a.m. – 1:30 p.m. at the Thomas & Mack Center – Cox Pavilion, and tickets are available now. For more information or to reserve yours, visit **PreviewLasVegas.com** or

Member Price: \$65 Non-Members and Day-Of: \$85

Member to Member

Harnessing the Power of the Freelance Workforce



A

ccording to the "2016 Freelancing in America" survey, there are now 55 million freelancers in the U.S., or about 35 percent of the workforce, reflecting the shift to the "gig economy" and more of the workforce wanting to explore different industries, environments, and people, and wanting to have increased flexibility with work arrangements. By 2020, that number

is expected to grow to 43 percent. Within that demographic, however, represents a major opportunity for businesses to upgrade or diversify their services to accommodate this growing sector.

Freelancers and workers in the gig economy still need basic services that most employers provide – like health insurance and other basic benefits. These benefits are often cost-prohibitive for one-person shops, or inaccessible without full-time employment. A recent *Forbes* article stipulated, "There is a significant gap that could be filled for companies that want to explore how they could solve this dilemma for what could eventually be half of the American workforce."

While health and other insurance programs may be difficult to navigate, businesses can tap into the power of the freelance workforce with different products and services such as accounting, print products, website management, credit card processing, and more. Established best practices for financial planning and cash flow are still very much in flux for freelancers and those active participants in the gig economy, including questions relating to savings relative to income, taxes, and dealing with periods of low volume, leaving open opportunities for financial planners, accountants, and other professional services.

In addition, freelancers can keep schedules beyond business hours, like most start-ups and entrepreneurs, and having the flexibility to connect with them in ways that are on-demand, low maintenance, and high impact make a difference. On-demand purchases have become commonplace in the B2C realm, in everything from television to groceries - all with the push of a button or a command to Alexa - and are now popping up in B2B capacities, such as shipping, equipment rental, catering, and more, and are only expected to grow in the coming year. Even skilled services, such as legal and HR expertise, are finding wavs to become more turnkey and readily available through technological advances in live chat, video-conferencing, and website functionality - all of which have become substantially less expensive to integrate with existing technology and platforms in the last few years.

How can your business offer services or products to fit this growing sector of the workforce? And what problems could you solve by connecting them with those resources? Let us know how your business is adapting to these marketplace shifts.





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What's Happening

PLACES TO BE. PEOPLE TO MEET. THINGS TO KNOW. IN JANUARY.



How to Register:

Visit LVChamber.com and click on the Events Calendar.

Call 702.641.5822.

2 | TUESDAY, JANUARY 2

CHAMBER VOICES TOASTMASTERS

Become a better speaker and a more effective presenter by joining Chamber Voices Toastmasters. Open to all members. 11:30 a.m. - 12:45 p.m.

Las Vegas Metro Chamber of Commerce 575 Symphony Park Ave., Ste. 100

\$63 every six months. Guests always complimentary.

TUESDAY, JANUARY 2

CHAMBER CONNECTIONS

Chamber Connections is a dedicated leads group comprised of professionals from a variety of industries. This is a place for professionals to grow their network and their businesses by sharing contacts, referrals and ideas.

5:30 - 7:00 p.m.

Las Vegas Metro Chamber of Commerce 575 Symphony Park Ave., Ste. 100

Contact agoldberg@lvchamber.com or call 702.641.5822 for space availability and cost.

MONDAY, JANUARY 8

VEGAS YOUNG PROFESSIONALS TOASTMASTERS The VYP Toastmaster group is for all members to aid in the development of speaking, presentation and leadership skills. 6:30 – 8:00 p.m.

Las Vegas Metro Chamber of Commerce 575 Symphony Park Ave., Ste. 100

Complimentary for guests \$65 to join, \$54 every 6 months.

11 | THURSDAY, JANUARY 11

PREVIEW 2018 EXHIBITOR WORKSHOP

Attend the Metro Chamber's Preview Exhibitor Workshop to learn more about show day and set-up logistics, exhibiting and marketing tips, social media suggestions, best practices, important venue information, and valuable information from the show partner, GES.

1:30 - 3:30 p.m.

Las Vegas Metro Chamber of Commerce 575 Symphony Park Ave., Ste. 100 Complimentary to attend.

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CHAMBER VOICES TOASTMASTERS See January 2

16 TUESDAY, JANUARY 16

CHAMBER CONNECTIONSSee January 2

18 THURSDAY, JANUARY 18

VEGAS YOUNG PROFESSIONALS FUSION MIXER AT MANDARIN ORIENTAL TEA LOUNGE

New year, new contacts. Get set for a glittering night with cool cocktails and stunning views of the Las Vegas Strip, all while you make connections with fellow young professionals. 6:00 – 8:00 p.m.

Mandarin Oriental Las Vegas 3752 Las Vegas Blvd S.

Online: \$10 for members, \$15 for non-members At the door: \$15 for members, \$20 for non-members Presenting Sponsors: Station Casinos, UNLV Lee Business School Executive MBA Program, Valley Electric. Media Partner: Kristina Alexis Photography

00 - VYP EVENT





22 MONDAY, JANUARY 22 VEGAS YOUNG PROFESSI

VEGAS YOUNG PROFESSIONALS TOASTMASTERS See January 8

26 FRIDAY, JANUARY 26

PREVIEW LAS VEGAS 2018

Preview Las Vegas is the place you need to be to get the business information you need to know. This annual forecasting and relationship-building event converges dynamic national speakers, local economic experts and industry leaders in a conference and trade show event to give you the tools and information you need to be successful in 2018. See page 34 for more information on this year's speaker line-up.

7:00 a.m. - 1:30 p.m.

Thomas & Mack Center - Cox Pavilion

\$65 - Metro Chamber Members

\$85 - Non-members

Keynote Sponsor: Cox Communications
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Drug Card, Nevada State Bank, Southwest Gas Corporation,
Vegas PBS

30

TUESDAY, JANUARY 30

VYP COMMUNITY CONVERSATIONS: INNOVATION IN LAS VEGAS

VYP will be joined by representatives from UNLV, Apple and the City of Las Vegas, who will engage in a discussion about the ways we can use innovative and tech-driven initiatives to improve and advance our city, and how you can get involved. 7:30 - 9:30 a.m.

Apple Store at the Fashion Show Mall 3200 Las Vegas Blvd. South

In advance: \$15 | At the door: \$20 Exclusive to VYP members.

Presenting Sponsors: Station Casinos, UNLV Lee Business School Executive MBA Program, Valley Electric Association

THE IMPORTANCE OF NEVADA'S LICENSED CONTRACTORS

W

e're often told of the importance of hiring or receiving services from licensed and certified professionals – whether you're in need of medical attention, constructionrelated assistance, or other professional services – but why? How many of us truly

understand the value licensed professionals afford us in the course of their business?

While the Nevada State Contractors Board can't speak for every profession throughout the state, the benefits of a contractor's license for both the construction industry and the public at large are noteworthy. There are over 16,000 licensed construction companies in Nevada who employ thousands of workers to meet our state's vast residential and commercial construction needs daily.

The most noticed benefit in a contractor's license is in the aftermath of licensure. Contractor's licenses help to even the playing field within the construction industry by ensuring all contractors, regardless of the size or scope of the work they perform, are held to an equitable standard.

Licensed contractors acknowledge their responsibilities to uphold the laws of this state, including the provisions under Chapter 624 of the Nevada Revised Statutes and Nevada Administrative Code, building laws, and labor relations laws, among others. They are committed to being held accountable to workmanship commensurate with industry standards, and understand the gravity of the consequences that can result from failure to uphold their contractual obligations.

Furthermore, hiring a licensed contractor affords consumers greater public protection because of the enhanced recourse options made available by the Board in circumstances where construction-related concerns arise during the scope of a project. These include protections for home and business owners, who can file complaints with the Board related to substandard workmanship, including abandonment of a project, as well as other licensed contractors who may find themselves in money-owing disputes with another licensed contractor.

It is the Board's authority and responsibility to properly investigate every complaint filed with its office. For workmanship complaints, the Board's investigators may review all documented evidence available, perform a jobsite visit to assess the substandard workmanship allegations first hand, and then provide the contractor with a "Notice to Correct" identifying all validated workmanship items that need to be repaired or replaced within a given timeframe.

This process is valuable for both parties because the owner is able to have their contract terms fulfilled with the assistance of the Board, while the licensed contractor is able to make good on the terms they agreed to without repercussion. In the majority of cases where issues are validated, licensed contractors are quick to make the necessary corrections, leaving all parties satisfied and the case is closed as resolved.

But even in the minority of instances where a licensed contractor fails to uphold their statutory and regulatory responsibilities, the Board maintains the ability to take disciplinary action against the license, depending on the frequency and severity of the violation(s) at hand.

At the end of the day, hiring a licensed contractor is about receiving the protection and oversight of accountability, standardized expectations, and enhanced avenues for recourse. These are the characteristics of licensure that support the Board's public protection mission and truly aide in the promotion of public confidence and trust in the competence and integrity of Nevada's construction industry.

For more information, visit nscb.nv.gov or follow the Board on Facebook @NVContractorsBoard or on Twitter @nscb.



By Margi Grein Nevada State Contractors Board Executive Officer



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President's Club

(B) Larry Singer

Senior Managing Director - Newmark Knight Frank

Larry Singer, a senior managing director at Newmark Knight Frank, is a 40-year veteran of commercial real estate, and one of Southern Nevada's top producing commercial brokers. His team has represented national and local clients including Cirque Du Soleil, Westcare Foundation, Southern Nevada Health District, Greenburg Traurig, Ainsworth Game Technology, and Clark County. He is a member of the Las Vegas Metro Chamber Board of Trustees and has served as chairman of both the Lied Institute of Real Estate Studies at UNLV and Big Brothers Big Sisters of Southern Nevada.

(A) Renato Ascoli CEO, North America Gaming & Interactive - IGT

Renato Ascoli, CEO of North America Gaming & Interactive of IGT PLC, is responsible for product development, manufacturing, marketing, and delivery for the company. Prior to 2015, he served as general manager of GTECH S.p.A. and president of GTECH Products and Services. He also served as head of Italian Operations. In 2006, he joined GTECH S.p.A. as director of the gaming division. Ascoli has led international marketing efforts for Fincentro Group - Armando Curcio Editore and was a consultant to Ambrosetti Group. He graduated from Bocconi University in Milan.





(D) Ellen Schulhofer Shareholder – Brownstein Hyatt Farber Schreck

Ellen Schulhofer is a shareholder in the firm's Las Vegas office and has served as managing partner of the Las Vegas office since 2007. As a member of the firm's executive committee and former co-managing partner of the firm, Schulhofer has gained extensive leadership and strategic counseling experience which, together with her calm and pragmatic approach, is invaluable to her business and corporate advisory practice. She leads the corporate group in Nevada, advising clients in a broad range of M&A, debt and equity financing, restructuring, and other corporate transactions.

(C) Jeff Hendrickson

Campus Director - University of Phoenix, Las Vegas Campus

Jeff Hendrickson is campus director for the Las Vegas campus, previously serving the Colorado, Georgia, and Louisiana markets. Before joining University of Phoenix, he worked in the financial services sector as an executive for credit unions in Arizona, Florida, and Louisiana and for American Express in the Europe, Middle East, and Africa divisions. Hendrickson has an MBA in Management from University of Phoenix, a Certified Credit Union Executive designation through Wharton School of Business, Darden, and Cornell Universities, and graduated with honors from Western Credit Union National Association Management School.

Spotlights

(E) Brett Lashbrook

Founder - Las Vegas Lights FC

Brett Lashbrook founded Las Vegas Lights FC, which begins its first season of professional soccer play in 2018 at Cashman Field as part of a multi-year deal. It will provide another marquee entertainment option in the continued revitalization of Downtown Las Vegas. Lashbrook formed the franchise with his family, who has called Las Vegas home for 20 years. Lashbrook has made a career in the last two decades, most recently serving as the chief operation officer of Major League Soccer's expansion franchise in Orlando. Fla.



(F) Francis Julien General Manager - Keolis

Francis Julien is General Manager for Keolis, the RTC operator for the public transit system in Las Vegas. In his functions, he oversees the 24/7 operation and maintenance of 248 vehicles and 15 fixed routes, including the routes on the Resort Corridor. Julien oversees 750 employees. He engineered the first operation of an autonomous shuttle in North America to Las Vegas, and is also is a speaker on autonomous vehicles, is in the Leadership program for the American Public Transportation Association, and participates on innovation task forces.



Kenadie Cobbin Richardson is a dynamic thought leader who has dedicated her professional career to two main drivers: actualizing human potential and cultivating workforce development in Southern Nevada. She served as executive director of a non-profit for 11 years before she began her local career in workforce development when she joined Workforce Connections. She now serves as director of business engagement & communications and excels as a strategic minded adviser to the executive director. Her excellent team has become a revered supporter of businesses that depend on its skillful partnership.





(H) Greg Korte

President - The Korte Company

Greg Korte came to Las Vegas over 30 years ago, building a solid reputation for quality, ethics, and service to the community and industry. In 2002, TKC opened its Las Vegas division, with Korte serving as its president. He has over 33 years of experience in the construction industry, and strongly believes in giving back to the local Las Vegas community. The TKC office in Las Vegas and its employees have sponsored, organized, and supported numerous nonprofit organizations and groups. Korte currently serves on the United Way of Southern Nevada Board of Directors and is a member of its Tocqueville Society, as well as a member of the Las Vegas Chapter of the World Presidents' Organization.



PRESIDENT'S CLUB:

UFC ufc.com

9ROUND

The Champion Center of Las Vegas

ChiAm at The Boulevard

Mall

Cipriani Las Vegas

Cortiva Institute

Dispatch Health

Flamingo Smiles Dentistry Organization

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Kevin Artz Photographic

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Member News

RED - PRESIDENT'S CLUB MEMBER



Congratulations

DeAndre Esteen with **Barclaycard US** was awarded the Volunteer Impact Award by Tech Impact. Esteen was recognized for his commitment and dedication to helping students in job training programs.

The **Assistance League Las Vegas'** thrift shop won Best of Las Vegas Gold in the thrift/consignment category and won Silver in the Best Non-Profit category.



Gerety & Associates congratulated Candace H. Johnson, CPA, who is retiring after many years of dedicated service.

Nathan Adelson Hospice was selected by the Southwest Alliance for Excellence (SWAE) for a 2017 Performance Excellence Award in a Workforce category. SWAE's annual Performance Excellence Program recognizes organizations for excellence in quality, performance, and outcomes.

Announcements



Clark County Credit Union promoted Julie Goe from marketing coordinator to marketing manager, a position that works with and promotes all six of the credit union's full-service branches. Goe has been with CCCU since 2004 and has become an integral part of the team.

Comprehensive Cancer Centers of Nevada hired pulmonologist Sapna Bhatia, MD; medical oncologist and hematologist Adit Shetty, MD; as well as physician assistants Christopher Gabler, PA-C, and Samiyah Hoodbhoy, PA-C.



Tim Bremer has been selected to serve as the new managing partner of **Deloitte's** Nevada practice. Bremer has a 25-year career in public accounting and was the managing partner of Deloitte's audit and enterprise risk services practice for the aerospace and defense industry.



Las Vegas Lights FC announced that José Luis Sanchéz Solá, commonly referred to as "Chelis," will be the club's first head coach. He is currently an analyst on ESPN Deportes' hit daily soccer show, Fútbol Picante, and has served as a coach since 2016, in a variety of roles in both Mexico and the U.S.

Zappos and the Las Vegas Lights FC have teamed up for an exclusive three-year jersey and e-commerce sponsorship, bringing the world-class customer service of Zappos to Lights fans all over the world.

Opportunity Village announced the addition of Eric Butwinik and Julian Serrano to its senior leadership team. Both join the organization with proven success in the not-for-profit realm, and will serve as Director of Retail Operations and Director of Facilities & Security, respectively.

Grant a Gift Autism Foundation appointed Terri Janison as the new president and CEO. In this role, Janison will oversee the Foundation's programs and services, further develop the partnership with the UNLV Medicine Ackerman Autism Center, and help build awareness in the community.

Three Square Food Bank hired Tifani Walker as chief financial officer, Joe Ham as director of marketing and communications, and Valerie Kimball as director of human resources.

United Way of Southern Nevada will welcome Scott Emerson as its new CEO February 1. Emerson, a Leadership Las Vegas graduate, had previously helmed the Red Cross of Southern Nevada. The Las Vegas Metro Chamber of Commerce is proud to provide members with a place to publish their current announcements as a benefit of membership. Email news items to **pr@lvchamber.com** or fax to Public Relations at 702.735.0320.

Upcoming Events

The Large Vision Business Network Mixer will hold its 2018 Baby Boomers Expo on Tuesday, January 9, at the Suncoast Hotel & Casino. The expo will highlight baby boomer business owners and services for Clark County consumers, as well as food samples and live entertainment. For more information, call 702.639.6964.

Wheeling & Dealing

Commercial Executives Real Estate Services represented T&J Fallon Family Trust in the leasing of 3,592 square feet of office space located at 5575 S. Durango Dr., #111. The transaction is valued at \$140,860.

Community Service

Vegas Golden Knights stars Deryk Engelland and James Neal joined more than 40 **Bank of America** employees at **Three Square Food** Bank for a day of volunteerism. The group worked together in Three Square's expansive warehouse, sorting and repacking donated food to be distributed to families struggling with hunger throughout Southern Nevada.

Through Nevada Public Radio's annual fall membership campaign, Caesars Entertainment and NVPR members went the extra mile to help food insecure Southern Nevadans by raising funds equivalent to approximately 79,000 meals that will be directed to Three Square Food Bank.

Pinot's Palette raised \$11,821 for the Las Vegas Victims' Fund. Throughout the month of October, all three locations held Painting It Forward classes featuring custom "Vegas Strong" paintings.



Ribbon Cuttings

PC - President's Club \$ - Chamber Member Discount



PC - MCDONALD'S

McDonald's celebrated its latest location at 9760 Las Vegas Blvd. S. and Silverado Ranch Blvd., which will aid in creating jobs and supporting the local economy. Visit mcdonalds.com.



A.R.T. ADVANCED RESURFACING TECHNOLOGIES

A.R.T. Advanced Resurfacing Technologies is a new disruptive concrete repair system that is four times stronger and half the cost of traditional products, and can be driven on within 60 minutes. Call 800.555.1234 or visit art-inc.us.



BAJA FRESH

Baja Fresh celebrated its grand reopening at 8780 W. Charleston Blvd., Ste 100 in Boca Park. All of its entrées are made with all natural, hormone free, fire-grilled chicken, steak, and slow-roasted carnitas. It has more than 40 delicious items on its menu. Call 702.333.0083 or visit bajafresh.com.



CHILDREN'S DENTISTRY

Children's Dentistry is a pediatric dental company established in 2010 by Dr. Steven Delisle, offering pediatric services, sedation, and braces. It also focuses on serving families on Medicaid, children in foster care, and patients with special needs. Visit childrensedationdentist.com for one of their many locations.



ESCAPE REALITY

Escape Reality, providing the ultimate adrenaline rush, boasts seven heart-pounding escape experiences. It is located at 5182 Arville St. Thrill seekers are fully immersed into a high-sensory room and must exercise their logic, problem solving, and teamwork skills. Call 702.981.1545 or visit escapereality.com.



VETERANS VILLAGE

Veterans Village celebrated Veterans Day with a ribbon cutting of its new crisis intervention center and food pantry. Built by the Las Vegas community with all donated goods and labor, it will serve its United States veterans and the surrounding neighborhood. Call 702.624.5792 or visit vvlv.org.





FIVE STAR ECONOMY

Five Star Economy commemorated its new location at 1925 Village Center Circle, Ste. 150-4. Five Star Economy assists business owners who care about their online reputation and understand that having a five-star reputation is essential for brand and marketing effectiveness. Call 877.302.1737 or visit fivestareconomy.com.



MCCARRAN INTERNATIONAL CHILD DEVELOPMENT CENTER

McCarran International Child Development Center, located at 1788 Landing Strip Ave., accommodates Las Vegas' working families. It offers flex-scheduling without parents having to worry about their work schedule and their childcare needs. Call 702.436.3000 or visit mccarranchildcare.com.



SAFE NEST

Safe Nest assists domestic violence victims and their families through its comprehensive services, including a confidential shelter, advocacy, counseling, and preventative education. If you or someone you know is involved in a domestic violence situation, call its 24/7 hotline at 702.646.4981 or visit safenest.org.



RHODES RANCH FIT BODY BOOT CAMP

Rhodes Ranch Fit Body Boot Camp, located at 6565 S. Ft. Apache Rd., Ste. 170, brings together a culture of like-minded people who want to feel better about themselves and be better for their families to live and thrive. Call 702.328.4380 or visit rhodes and the com.



PC - VEGAS PBS

PC Vegas PBS, located at 3050 E. Flamingo Rd., commemorated its Special Needs Resource Library -Described and Captioned Media Center. During this special ceremony, it introduced its new children's play area funded with a grant through Wells Fargo Bank. Visit vegaspbs.org.



PC - DIGNITY HEALTH

Dignity Health, located at 4980 W. Sahara Ave., commemorated its fourth opening this year. Dignity Health hosted a grand celebration and community event with family activities, photos with Santa, food trucks, live music, and more. Learn more about us at strosenh.org/events.

UNDERSTANDING THE OPIOID EPIDEMIC

A Preview Screening and Panel Discussion led by Dr. Jerry Reeves of HealthInsight

Thursday, January 11, 2018 Check-in: 5:30 p.m. Program: 6:00 p.m. - 8:15 p.m.

NICOLAS J. HORN THEATRE

College of Southern Nevada, Cheyenne Campus

3200 E Cheyenne Ave. North Las Vegas, NV 89030

Join Desert Meadows AHEC and Vegas PBS for a preview screening of **Understanding the Opioid Epidemic**, a documentary airing Wednesday, January 17 at 10 p.m. on Vegas PBS.

The screening will be followed by a panel discussion with leading healthcare professionals.

Space is limited. Please RSVP online at: **VegasPBS.org/Workforce/GOAL-Events**

Questions? Call Summer Collins at 702.799.1010 x5363.

Anthem PBS Anthem PBS Title Sponsor Clark County Medical Society Venue Sponsor Community Education Partner

Know the Numbers:

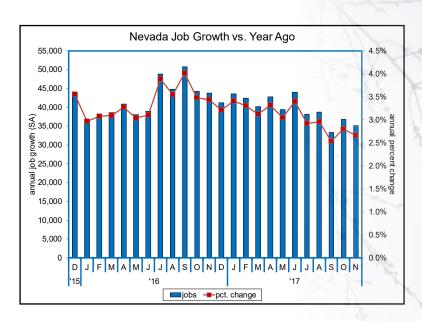
LABOR MARKET OVERVIEW

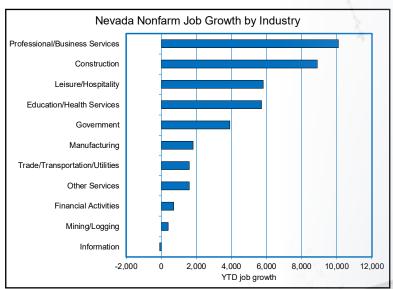
In the November labor market release, the Nevada Department of Employment, Training and Rehabilitation (DETR) reported that Nevada added 1,800 jobs in November, recognizing another month of consistent job gains (a trend since January 2011). There are 40,000 more jobs than this time a year ago, and the job growth reflects a more broad-based and diversified economy.

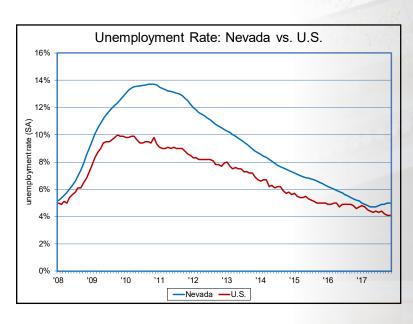
According to Bill Anderson, chief economist for DETR, results for the first half of the year show that private sector job growth in Nevada is the strongest in the U.S., with holiday-related hiring also appearing on track for the year. Another strong indicator is Nevada's small business employment, which is up nearly 115,000 jobs over the course of the economic recovery efforts.

The jobless rate in Nevada remains at about five percent, down 0.2 percentage points from a year ago, with the average unemployment insurance benefit duration down slightly to nearly 13 weeks. According to Anderson, "Sustained growth in the labor force, driven by increasing confidence in job prospects, continues o limit further declines in the jobless rate."

Numbers provided by the Nevada Department of Employment, Training and Rehabilitation











Join 2,000 business professionals, meet 100+ local business exhibitors, connect with local and state government agencies, and hear from community leaders on what the future holds. Speaker sessions will include need-to-know business information, economic forecasting and changes coming to the Valley – everything you need to know to be ready for 2018.

Tickets: \$65 - Chamber Members | \$85 - Non-Members

KEYNOTE SPONSOR:

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FRIDAY, JANUARY 26, 2018

7:00 a.m. - 1:30 p.m. Thomas & Mack Center - Cox Pavilion





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Vegas Young Professionals

Presenting Sponsors







Upcoming Events

THURSDAY, JANUARY 18 FUSION MIXER Mandarin Oriental Tea Lounge 6:00 - 8:00 p.m.

Members: \$10 in advance \$15 at the door Non-Members: \$15 in advance \$20 at the door

TUESDAY, JANUARY 30 VYP COMMUNITY CONVERSATIONS: INNOVATION IN LAS VEGAS 3200 Las Vegas Blvd.

South

7:30 - 9:30 a.m. \$15 in advance

\$20 at the door

Register online at VegasYP.com



GOING GLOBAL: UNLV EMBA'S INTERNATIONAL SEMINAR

We introduced Vegas Young Professionals to UNLV's Executive Master of Business Administration (EMBA) program in a recent issue. Designed for senior and mid-level executives who want to experience challenging curriculum in an accelerated format, the 18-month program offers a combination of quality, affordability, and convenience to those who want to enhance their business skills and further their growth within the Southern Nevada business community.

Every year, cohorts name the capstone international experience as a highlight of the program. During these seminars, participants gain global business perspectives and expand cultural horizons through interactive company visits and local tours. Past seminars include visits to Southeast Asia, Brazil and Peru, Central Europe, and South

Africa. "Ending the Executive MBA experience with a capstone seminar is the very best way for students to bring everything they've learned over the 18 months together in a single, immersive experience," shared Dr. Andrew Hardin, Lee Business School Associate Dean for Research and Graduate Studies.

2017 ADVENTURES IN SOUTH AMERICA

This year, cohorts journeyed to South America to experience cultural and professional tours over the course of six days in both Chile and Argentina. Beginning in Santiago, Chile, students went on a half-day tour of the capital city before the first of many mouthwatering meals full of local dishes. Cohorts then visited the UNESCO-designated historic downtown of Valparaíso and the coastal resort



city of Viña del Mar prior to a wine tasting at Viña Casas del Bosque.

Following the cultural experiences, EMBA cohorts toured Chilean businesses, including Weir Minerals Andean and Invest Chile, meeting with executives and operations leaders to learn more about industries in an emerging economy. "It was easy to see people having a lot of pride in their country with Chilean flags everywhere," says Sarath Kumar Sivadasan, an engineering manager at Scientific Games and a member of Cohort 15. "The Weir Minerals factory visit was very informative regarding mining operations in Chile, which makes a large part of their GDP."

After three full days in Chile, students journeyed to Buenos Aires, Argentina, where they visited the DANA Argentina plant, SunGreen, and Axion Energy's oil refinery. The goal of these planned meetings was to meet with international business leaders to broaden students' perspectives of global business environments—throughout very diverse types of organizations.

"Buenos Aires is a bustling city, and one can see parallels in any major city in the US," says Sarath. "The most surprising thing I remember is rolling blackout in the city due to their energy crisis. As part of the factory visits, I was also pleasantly surprised to see a startup company, SunGreen, trying to promote alternative energy to combat the energy crisis and working with the government for legislation."

To end an action-packed trip of adventures, cohorts enjoyed a tango show, a half day cultural tour of Argentina's large, cosmopolitan capital city, and an authentic gaucho experience.

For more information on UNLV's Executive MBA program, visit unlv. edu/emba.



The Final Word

DECEMBER ACCOMPLISHMENTS

he Metro Chamber closed out 2017 with a special thanks and farewell to 2017 Chairman of the Board Bill Noonan and outgoing President and CEO Kristin McMillan, and welcomed the 2018 Chairman of the Board, Michael Bolognini of Cox Communications, and new President and CEO Mary Beth Sewald. Take a look at how we bid farewell to 2017 at the Metro Chamber.

- Welcomed new Metro Chamber President and CEO Mary Beth Sewald to lead the broadest based business organization in the state.
- With about 600 guests, welcomed the new Board of Trustees, including Chamber Chairman Michael Bolognini, Vice President and Las Vegas Market Leader of Cox Communications, as well as celebrated another great year for the business community at the annual State of the Chamber and Installation Luncheon at the MGM Grand Conference Center.
- Engaged with leaders at the Nevada System of Higher Education and College of Southern Nevada to discuss the new Pride Program Scholarship aimed at getting high school students into college and matching them with mentors in the community.
- Wrapped up another semester of Chamber University with sessions on the Nevada Opportunity Scholarship Program and holiday social media strategies.
- Welcomed new Chamber members and gave them information on maximizing their Chamber membership at the New Member Orientation.
- Released the Chamber's "2017 In Review" accomplishments piece download yours today at LVChamber.com and see how the Chamber worked for you in 2017.
- Spread social media engagement all month long with the #ChamberCheer campaign, aimed at ensuring members make the most of their holiday season.
- Celebrated grand openings and business milestones throughout the month with the grand opening of Safe Nest's new building, the grand opening of a new Dignity Health location, Culichi Town restaurant's grand opening, as well as the openings of the PGA Tour Superstore and Makers & Finders, both located in Downtown Summerlin.









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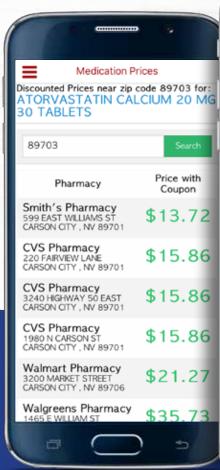
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Speaker sessions will include need-to-know business information, economic forecasting and changes coming to the Valley – everything you need to know to be ready for 2018.



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> Tickets: \$65 for Chamber Members \$85 for Non-Members

Reserve today at LVChamber.com or by calling 702.641.5822

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JANUARY 2018

EGGS & ISSUES



Early Childhood
Education

Thursday, February 8

\$40: MEMBERS \$55: NON-MEMBERS \$400: TABLE OF TEN

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